



FORUM2018

Session Titles, Speakers, and Session Descriptions

* = Featured Speaker Session

***M01 -Crucial Conversations**

Dr. Babs Bengtson, CPLP, PH.D. - Director of Training & Development, William and Mary

The thought of holding a difficult conversation makes many of us quake at the knees and experience heart palpitations. In this session, participants will be given an overview of some of the tools to help identify where to begin the conversation and how to make it safe for the other person to enter into a dialogue with you. Having some skills and some proven approaches can help. The session is fun, interactive, and allows some time to practice the skills.

M02 - How to Prepare for a Procurement Review

Clarence Wilson, CPPO, CPPB, VCM, VCO - Procurement Management Account Executive, Department of General Services, Division of Purchases and Supply, CPPO, CPPB, VCM, VCO - Procurement Management Account Executive, DGS/DPS

Angel Rodriguez, VCO, CEPP - Procurement Management Account Executive, Department of General Services, Division of Purchases and Supply, VCO, CEPP - Procurement Management Account Executive, DGS/DPS

Are you a procurement lead or chief procurement officer for your Agency? This session will provide helpful tips that will assist Buyers in preparing for Procurement Management Review.

M03 - Partnering with Pcards

Kristen Bolden, CPCP - Assistant Director of Finance and Administration, Department of Accounts, CPCP

Stephanie Bussenger, VCA - Charge Card Analyst, Department of Accounts

Maureen Sudbay, CPCP - Senior Vice President, Bank of America Merrill Lynch

Using the SPCC program to benefit your agency. Topics will include ways to improve efficiency and the additional benefits of utilizing the card.

***M04- Emotional Intelligence in the Workplace**

Dr. James M. Burke, Ph.D. - Director, Performance Management Group

Linda L. Pierce, MBA - Senior Consultant, Performance Management Group

Using the latest research on emotional intelligence (EI) and a scale of EI, participants will engage in a highly interactive workshop that will lead to the development of specific goals for the coming year.

M05 - eVA Update

Shane Caudill, PMP, VCA - Director of eVA, Department of General Services, Division of Purchases and Supply and the eVA Team

Past, present, and future....join this annual Forum session to get updated on all things eVA!

M06 - Legal Ladder for Procurement Officers

John Westrick - Senior Assistant Attorney General/Chief, Office of the Attorney General

Knowing how to manage the legal side of your work to strengthen outcomes and avoid snags is an integral part of advancing in the procurement profession and taking on increasing levels of responsibility. In this workshop, we will discuss key items from the legal toolkit of procurement professionals at three stages of their career: just starting out, mid-level, and seasoned professional. Join us for a fun and interactive refresher and look-ahead as you reach for the next rung in your career!

***M07 - Crucial Conversations**

Dr. Babs Bengtson, CPLP, PH.D. - Director of Training & Development, William and Mary

The thought of holding a difficult conversation makes many of us quake at the knees and experience heart palpitations. In this session, participants will be given an overview of some of the tools to help identify where to begin the conversation and how to make it safe for the other person to enter into a dialogue with you. Having some skills and some proven approaches can help. The session is fun, interactive, and allows some time to practice the skills.

M08 - APSPM Poker

Barb Layman, VCM, VCO, CPPO, CPPB - Policy, Consulting and Review Director, Department of General Services, Division of Purchases and Supply

Sharita L. Bryant, CPPB, VCM, VCO, VCA - Procurement Management Account Executive, Department of General Service, Division of Purchases and Supply

Back by popular demand, it's APSPM Poker! Join us to go "all in" on the changes to the APSPM from PIM 35. No ante required!

***M09 - Your Career: Remaining Professionally Relevant**

Dr. Jimm Rich - Faculty Program Coordinator, University of Virginia

Topics include: Professional relevancy and why it is important to your career and your organization. Common attributes of successful career development models and the role of continuing education in remaining professionally relevant.

***M10- Emotional Intelligence in the Workplace**

Dr. James M. Burke, Ph.D. - Director, Performance Management Group

Linda L. Pierce, MBA - Senior Consultant, Performance Management Group

Using the latest research on emotional intelligence (EI) and a scale of EI, participants will engage in a highly interactive workshop that will lead to the development of specific goals for the coming year.

M11 - How Vendors Use eVA - A Live Demo

Kim Brewer, VCA - eVA Outreach & Marketing Manager, Department of General Services, Division of Purchases and Supply

Vicki Beasley - eVA Vendor Support Manager, Department of General Services, Division of Purchases and Supply

Join us for a live walk through of the Vendor side of eVA and the Virginia Business Opportunities section. You can expect an overview of a Vendor account as well as various tools Vendors use to change/maintain their account information, access order details, find business opportunities and more.

***M12- NASPO Resources to Support Procurement Professionals**

Bob Sievert - Chief Information Officer, National Association of State Procurement Officials (NASPO)

This session will provide an overview of the NASPO resources that are available to State and Local Government procurement professionals for professional development and to support to your procurement activities.

M13 – What's Driving You? Fleet Update 2018

Beth Cooley, CAFM - Planning & Deployment Manager, Department of General Services, Office of Fleet Management Services

What's driving you? That question may be harder to answer in the future where a few clicks in an app and a car is taking you to work, by itself. How far away are we? Join us as we explore this question and more, plus an update on everything happening at the Office of Fleet Management.

***M14 - Knowledge Transfer and Onboarding: Why Do These Matter**

Barbara Kessler, SPHR, SHRM-SCP - Senior Director, Community Engagement & Outreach, University of Virginia

Two overlooked retention strategies are onboarding new team members and the transferring of knowledge when someone leaves. Managers need to devote the time and energy to these two steps and quite honestly most don't. We see these two tasks as events possibly occurring on one day or for a couple of hours. For onboarding or knowledge transfer to be a success, devoting the time over a period of time will improve retention and the employee experience. This session will discuss various techniques for including onboarding and knowledge transfer activities into your work.

***M15 - Your Career: Remaining Professionally Relevant**

Dr. Jimm Rich - Faculty Program Coordinator, University of Virginia

Topics include: Professional relevancy and why it is important to your career and your organization. Common attributes of successful career development models and the role of continuing education in remaining professionally relevant.

M16 - eVA Vendor Inquirer Jeopardy

Ghania Matias - eVA Customer Care Manager, Department of General Services, Division of Purchases and Supply and the eVA Customer Care Team

Come and get the inside scoop and test your knowledge on common vendor questions as we wade through a Jeopardy themed game.

***M17 - Customer Engagement**

Sandy Hicks, CPPB - Associate Vice President and Chief Procurement Officer, University of Colorado

Duane Tucker - Director of Strategic Procurement, University of Colorado, University of Colorado

Engaging with campus customers continues to be a significant opportunity for procurement departments. In this session, the University of Colorado's Procurement Service Center will discuss the key aspects of its robust customer engagement program. This program includes large-scale customer facing events such as Supplier expos, Town Halls, and No Agenda forums, as well as more targeted IT and Facilities Summits, and the

Partnering With Procurement summit which brings together key campus customers. In addition, this session will discuss the use of surveys, department spend scorecards and our Strategic Customer initiative. And...we also make movies!

***M18 - Continuous Learning for the Procurement Professional**

Matt Oyer, MPA - Director of Learning Solutions, National Association of State Procurement Officials (NASPO)

This session will discuss the need for continuous learning throughout the career of a public procurement professional. This will include recommendations on areas of focus for new employees seeking to develop their knowledge and skills. Resources available through the National Association of State Procurement Officials will also be highlighted.

M19 - Navigating the New World of VITA

Greg Searce, CPPB, VCO - Senior Supplier Manager, VITA

Doug Crenshaw - Strategic Sourcing Manager, VITA

VITA's new strategy for replacing the Northrop Grumman contract. We will discuss the strategy, the operation, what it means to you, the customer. In addition, we will address how to conduct business with VITA moving forward.

***M20 - Knowledge Transfer and Onboarding: Why Do These Matter**

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M21 – Surplus Property Brain Buster

Floyd Coburn - Director, Department of General Services, Office of Surplus Property Management

Kim T. Hayes – Marketing Manager, Department of General Services, Office of Surplus Property Management

Overview of Surplus Property presented as a fun and playful quiz game.

M22 - Statewide Construction-Related Contracts: from :-(to :-)

Laura Lee Oliva, VCO, VCCO, VCA - Statewide Sourcing & Contracting Officer, Department of General Services, Division of Purchases and Supply

Greg Pratt, VCO, VCCO - Procurement Management Account Executive, Department of General Services, Division of Purchases and Supply

Do you get frustrated when a construction-related procurement comes across your desk? This session will provide a brief overview of each construction-related contract to help turn that :-(upside down! :-D

***M23 - From Defining the Need to Post-Award: The In's and Out's of the Contract Process**

Angie Dunaway - Deputy State Purchasing Officer, North Carolina Department of Administration, North Carolina

What is the difference between contract management and contract administration? What does a contract administrator do? What happens if a Vendor is not performing? This presentation will address all parts of the contract monitoring process. We will discuss the differences between managing and administering. We will discuss the roles and responsibilities, how to negotiate, and what to do if a Vendor is under performing. Walk away from this session understanding all the in's and out's of the contract process and be on your way to becoming a great contract administrator.

M24 - Partnering With eVA Security

Janne Erbe - eVA Global Security Officer, Department of General Services, Division of Purchases and Supply

Lakeia White - eVA Local Government Security Officer, Department of General Services, Division of Purchases and Supply

Jonathan Barbett - Information Security Officer, Department of General Services

Are you protecting your computer, tablet or cellphone from hackers? Come to this session to learn how they steal data and how you can prevent it from happening to you & your organization.

T01 - Navigating the New World of VITA

Greg Searce, CPPB, VCO - Senior Supplier Manager, VITA

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VITA's new strategy for replacing the Northrop Grumman contract. We will discuss the strategy, the operation, what it means to you, the customer. In addition, we will address how to conduct business with VITA moving forward.

T02 - How To Score A Touchdown in Small Purchases

Terri Hudgins, , VCM, CPPB, VCO - Local Government Procurement Management Account Executive, Department of General Services, Division of Purchases and Supply

Danielle Keeton, VCO, VCA - Statewide Sourcing and Contracting Officer, Department of General Services, Division of Purchases and Supply

An in-depth overview of small purchases for state agencies, institutions of higher education and localities in the Commonwealth. Participants will engage with processes, procedures and requirements addressed in the Virginia Public Procurement Act (VPPA) and Agency Procurement and Surplus Property Manual (APSPM).

T03 – The ABC's of VDC's Prices

Andy Repak, CPA, CMA, CFM, VCM, VCO, CSCA - Director, Virginia Distribution Center and the VDC Team

Join in the fun and learn about what the VDC does and can for you.

T04- VCM Leadership Panel

Pete Stamps, CPPO, VCM - DPS Director, Department of General Services, Division of Purchases and Supply

Barb Layman, VCM, VCO, CPPO, CPPB - Policy, Consulting and Review Director, Department of General Services, Division of Purchases and Supply

Sharita L. Bryant, CPPB, VCM, VCO, VCA - Procurement Management Account Executive, Department of General Service, Division of Purchases and Supply

Steve VonCanon - Director, Department of Health, Office of Procurement and General Services

Betty Lowther, C.P.M., CPPB, VCO - Director, Procurement & Support Services, Virginia Department of Agriculture and Consumer Services

Join us for a delightful menu of interactive conversations about Relationships, Service, and the Value in Procurement, RSVP. The main course will include a panel discussion and group exercise. Your carry-out will include the ingredients, tools, and techniques to prepare you for a seat at the table.

***T05 - Customer Engagement**

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T06 - Partnering with eVA Security

Janne Erbe - eVA Global Security Officer, Department of General Services, Division of Purchases and Supply

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Jonathan Barbett - Information Security Officer, Department of General Services

Are you protecting your computer, tablet or cellphone from hackers? Come to this session to learn how they steal data and how you can prevent it from happening to you & your organization.

T07 - Procurement Negotiation Preparation

Maureen Daniels, CPPO, CPPB, VCO, PCR - Procurement Management Account Executive, Department of General Services, Division of Purchases and Supply

Matt Fritzinger, VCO - Statewide Sourcing & Contracting Officer, Department of General Services, Division of Purchases and Supply

Discuss best practices, important aspects and successful tactics of Negotiations

T08 - Contract Management...What do you do?

Cindy Wilson, MBA, CPPO, CPPB, VCM, VCO, CEPP - Procurement Management Account Executive, Department of General Services, Division of Purchases and Supply

Monique Curley, VCO, VCA - Statewide Sourcing & Contracting Officer, Department of General Services, Division of Purchases and Supply

Kelly Langley, CPPO, CPPB, VCM, VCO - Deputy Director Sourcing and Contracting, Department of General Services, Division of Purchases and Supply

The entire contracting process from prior to solicitation development through close-out of the contract. Contract Management consists of both the pre-award formation of the contract as well as post-award Contract Administration. Contract Management is critical to entities to ensure contracts awarded are completed on time, within budget and according to the specifications.

T09 – Say More with Less

Dena Potter - Director of Communications, Department of General Services

Improve your communication skills by learning how to be more concise. Tips and hands-on exercises will help you make your point with fewer words and greater impact.

T10 – Town Hall with the Secretaries

The Honorable Keyanna Conner, Secretary of Administration, Governor's Cabinet

The Honorable Aubrey Layne, Secretary of Finance, Governor's Cabinet

Description: Join us for a town hall style session with senior government leaders discussing the critical intersection of finance and procurement. This is a terrific opportunity to learn how collaboration works to help Virginia government leaders bridge language and other differences between finance and procurement that could otherwise get in the way of achieving shared objectives. Bring your questions and leave with valuable concepts that could help start or enhance conversations between finance and procurement in your organization.

T11 - eVA User Group

Kim Brewer, VCA - eVA Outreach & Marketing Manager, Department of General Services, Division of Purchases and Supply

Lisa Kirby, PMP, VCA - Deputy Director of eVA, Department of General Services, Division of Purchases and Supply

Description: Network, learn, and share best practices! Join the eVA Team and other eVA Users in a session dedicated to hearing from YOU. Ask questions, provide feedback, and have your voice heard in the progression of eVA and eProcurement in Virginia.

***T12 - Communicating Across Management and Experience Levels**

Jada Banks - Instructor, Community College Workforce Alliance

Effective communication is essential throughout your career. This interactive workshop focuses on knowing your audience and communicating in a direct and concise way.

T13 - Procurement Negotiation Preparation

Maureen Daniels, CPPO, CPPB, VCO, PCR - Procurement Management Account Executive, Department of General Services, Division of Purchases and Supply

Matt Fritzinger, VCO - Statewide Sourcing & Contracting Officer, Department of General Services, Division of Purchases and Supply

Discuss best practices, important aspects and successful tactics of Negotiations

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T16 - Procurement Negotiations in Action

Maureen Daniels, CPPO, CPPB, VCO, PCR - Procurement Management Account Executive, Department of General Services, Division of Purchases and Supply

Matt Fritzinger, VCO - Statewide Sourcing & Contracting Officer, Department of General Services, Division of Purchases and Supply

Discuss best practices, important aspects and successful tactics of Negotiations

T17 - Contract Administration...What do you do?

Cindy Wilson, MBA, CPPO, CPPB, VCM, VCO, CEPP - Procurement Management Account Executive, Department of General Services, Division of Purchases and Supply

Monique Curley, VCO, VCA - Statewide Sourcing & Contracting Officer, Department of General Services, Division of Purchases and Supply

Kelly Langley, CPPO, CPPB, VCM, VCO - Deputy Director Sourcing and Contracting, Department of General Services, Division of Purchases and Supply

Beginning after the award of the contract, this session outlines the actions an entity takes to ensure full compliance with contract pricing, terms and conditions. Activities addressed include contract progress, monitoring and surveillance, quality assurance, modifications, negotiations, inspection and acceptance, payment and contract closeout as well as other activities.

T18 - Sole Source & Emergency Postings

Tracy Robinson, VCA - eVA Vendor Support Specialist, Department of General Services, Division of Purchases and Supply

In this Sole Source & Emergency Postings Session, we will be conducting a live demo in the Sourcing & Contracting Tool on How to Post a Sole Source & Emergency Award to eVA's newly redesigned public posting page. Once submitted, the system will

simultaneously create an electronic procurement folder to manage your procurement records as well as create a Master Agreement record that will feed into Contract Management.

T19 - Mandatory Sources Panel

Paris Ashton – Director, Office of Graphic Communications, DGS

Beth Cooley, CAFM - Planning & Deployment Manager, Department of General Services, Office of Fleet Management Services

Floyd Coburn II - Director, Department of General Services, Office of Surplus Property Management

Pete Stamps, CPPO, VCM - DPS Director, Department of General Services, Division of Purchases and Supply

Matt Koch - Deputy Commissioner of Enterprises, DBVI; Chief Executive Officer, VIB, Virginia Industries for the Blind

Greg Searce, CPPB, VCO - Senior Supplier Manager, VITA

Dennis Cyphers – Chief Services Officer, Virginia Correctional Enterprises

Andy Repak, CPA, CMA, CFM, VCM, VCO, CSCA - Director, Virginia Distribution Center

Join the Council on Mandatory Sources and learn how the goods and services you buy from them meet your needs and positively impact lives.

T20 - VRS Overview

Audrey Macklin - Member Outreach Counselor, Virginia Retirement System

This presentation for current Plan 1 and Plan 2 members (hired before January 1, 2014) provides details on your benefits as a member of the Virginia Retirement System. Topics covered will include the value of your benefit, vesting and retirement eligibility and ways to enhance your benefit for retirement.

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T24 - eVA PCard Reconciliation

Joel Padow - eVA Technical Project Manager, Department of General Services, ISS

Hamilton Bryan, VCA - eVA Strategic Data Analyst, Department of General Services, Division of Purchases and Supply

Would you like some assistance with reconciling your pcard statement? How about help creating your PCard Log of purchases made? During this session, we will provide an overview of the PCard Reconciliation process and show several eVA reports that could help you. We will discuss where the eVA reports are located and how to get access to them. We will also explain where the data comes from and how it could be even better with some help from the vendors. Explain the different levels of credit card processing, what each level provides and why that matters to you.

T25 - VRS Hybrid Retirement Plan Features & Benefits

Sally Godsey - Hybrid Retirement Plan Counselor, Virginia Retirement System

Mackenzie Moss - Defined Contribution Plans Retirement Specialist, Virginia Retirement System

Generally, the Hybrid Retirement Plan is for new members with no previous VRS creditable service who have a membership date of January 1, 2014, or later. The Hybrid Retirement Plan Features and Benefits provides hybrid plan members an overview of their plan. This includes an introduction to the plan, explaining the defined benefit (DB) and defined contribution (DC) components, a description of how contributions and investments are handled, along with an explanation of the benefits available to hybrid plan members and retirement eligibility.

T26 - Procurement Calculations – Let's Go to the Movies!

Brix Driskill, VCO - Statewide Sourcing & Contracting Officer, Department of General Services, Division of Purchases and Supply

Using a fun movie based activity to familiarize ourselves with how to utilize the CPI and PPI tables and the effect inflation can have on term contracts. Discussions will also include ways to calculate cost avoidance and cost savings.

T27 – DRES – Partners in Progress

Sara Snelson - COVA Trax Database Manager, Department of General Services, Division of Real Estate Services

Michael C. Nolan - Acquisition Transaction Manager, Department of General Services, Division of Real Estate Services

Karl Saimre - Business Unit Manager, Department of General Services, Division of Real Estate Services

The Division of Real Estate and Facilities Management is your “partner in the progress” for real estate needs. Come hear how we partner with state agencies to modify their business models and reinvent their space and operating systems to more efficiently and comfortably deliver client services, all while increasing cost savings to the agencies and to the Commonwealth. You will also learn about new contracting opportunities for services needed in real estate acquisitions, and how we maintain information and statistics on real estate and facilities owned and managed by the Commonwealth, and an update on our continued rollout and enhancement of the COVA Trax system. A session jam packed with useful tools and ideas to “partner in progress” of the real estate that supports your operation.

T28 - Pcards for the Future and Beyond!

Kristen Bolden, CPCP - Assistant Director of Finance and Administration, Department of Accounts

Stephanie Bussenger, VCA - Charge Card Analyst, Department of Accounts

Maureen Sudbay, CPCP - Senior Vice President, Bank of America Merrill Lynch

What’s next in the card world? Let’s look past the basics.

T29 - VCM Leadership Panel

Pete Stamps, CPPO, VCM - DPS Director, Department of General Services, Division of Purchases and Supply

Barb Layman, VCM, VCO, CPPO, CPPB - Policy, Consulting and Review Director, Department of General Services, Division of Purchases and Supply

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Steve VonCanon - Director, Department of Health, Office of Procurement and General Services

Betty Lowther, C.P.M., CPPB, VCO - Director, Procurement & Support Services, Virginia Department of Agriculture and Consumer Services

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***T30 - From Defining the Need to Post-Award: The In's and Out's of the Contract Process**

Angie Dunaway - Deputy State Purchasing Officer, North Carolina Department of Administration, North Carolina

What is the difference between contract management and contract administration? What does a contract administrator do? What happens if a Vendor is not performing? This presentation will address all parts of the contract monitoring process. We will discuss the differences between managing and administering. We will discuss the roles and responsibilities, how to negotiate, and what to do if a Vendor is under performing. Walk away from this session understanding all the in's and out's of the contract process and be on your way to becoming a great contract administrator.

T31- eVA Reports/Transparency

Hamilton Bryan, VCA - eVA Strategic Data Analyst, Department of General Services, Division of Purchases and Supply

Description: The course will include an overview of eVA's transparency reports, where to find them, and what information they provide to buyers and vendors. We will also have an open discussion of buyer and vendor reporting needs as well as some quiz questions for the audience to answer and earn some giveaways.

***W01 - Managing Ambiguity and Change**

Dr. James M. Burke, Ph.D. - Director, Performance Management Group

Linda L. Pierce, MBA - Senior Consultant, Performance Management Group

In this session you will gain some new understandings and tools for managing ambiguity and change both personally and in your role of supervisor/coach. Using presentation, individual assessment and reflection, film clips, and small group discussions we will explore these areas to help promote personal development and have some fun in the process.

W02 - How To Score A Touchdown in Small Purchases

Terri Hudgins, , VCM, CPPB, VCO - Local Government Procurement Management Account Executive, Department of General Services, Division of Purchases and Supply

Danielle Keeton, VCO, VCA - Statewide Sourcing and Contracting Officer, Department of General Services, Division of Purchases and Supply

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W03 - Contract Development

Clarence Wilson, CPPO, CPPB, VCM, VCO - Procurement Management Account Executive, Department of General Services, Division of Purchases and Supply

Dell Forehand, VCO - Statewide Sourcing & Contracting Officer, Department of General Services, Division of Purchases and Supply

A practical workshop on the basics of drafting a contract.

W04 -Statewide Construction-Related Contracts: from :-(to :-)

Laura Lee Oliva, VCO, VCCO, VCA - Statewide Sourcing & Contracting Officer, Department of General Services, Division of Purchases and Supply

Greg Pratt, VCO, VCCO - Procurement Management Account Executive, Department of General Services, Division of Purchases and Supply

Do you get frustrated when a construction-related procurement comes across your desk? This session will provide a brief overview of each construction-related contract to help turn that :-(upside down! :-D

W05 - eVA Update

Shane Caudill, PMP, VCA - Director of eVA, Department of General Services, Division of Purchases and Supply and the eVA Team

Past, present, and future....join this annual Forum session to get updated on all things eVA!

***W06 - NASPO Resources to Support Procurement Professionals**

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W09 - Supplier Relationship Management

Cidna Unger, C.P.M., VCO, VCA - Supplier Relationship Manager, Department of General Services, Division of Purchases and Supply

We will review the Six Principles of SRM and visit with the individuals in a true-life example of a Virginia Agency/Supplier project and how they overcame the barriers and accomplished their goal.

W10 - Construction Procurement Methods for Public Bodies

Joe Damico - Director, Department of General Services

Mike Coppa, Director, Department of General Services, Division of Engineering and Buildings

In 2017 significant changes were made to the Code of Virginia related to Construction Management and Design-Build procurement that also included reporting requirements for Local, State and Institutions of Higher Education. This session will address the procurement methods, Code changes, requirements for procurement method submittal and review, and reporting requirements to DGS for all public bodies and include a panel discussion. *Please note that individuals not attending the Forum may attend this class. Registration is required; please contact Jessica Hendrickson for additional information: Jessica.hendrickson@dgs.virginia.gov*

W11 - How Vendors Use eVA - A Live Demo

Kim Brewer, VCA - eVA Outreach & Marketing Manager, Department of General Services, Division of Purchases and Supply

Vicki Beasley - eVA Vendor Support Manager, Department of General Services, Division of Purchases and Supply

Join us for a live walk through of the Vendor side of eVA and the Virginia Business Opportunities section. You can expect an overview of a Vendor account as well as various tools Vendors use to change/maintain their account information, access order details, find business opportunities and more.

***W12 - Continuous Learning for the Procurement Professional**

Matt Oyer, MPA - Director of Learning Solutions, National Association of State Procurement Officials (NASPO)

This session will discuss the need for continuous learning throughout the career of a public procurement professional. This will include recommendations on areas of focus for new employees seeking to develop their knowledge and skills. Resources available through the National Association of State Procurement Officials will also be highlighted.

W13- Ethics: Procurements Gone Wild

Dennis Blackwell, MBA, CPPB, VCO - Procurement Management Account Executive, Department of General Services, Division of Purchases and Supply

Tina Rodriguez, CPPB, VCO - Statewide Sourcing & Contracting Officer, Department of General Services, Division of Purchases and Supply

Just when you thought your procurements were under control, something goes wildly wrong. Find out how to tame the wildness and bring your procurements back to norm.

W14 – Come “SWAM” With Us!

Jennifer Mayton - Chief of Staff, Virginia Department of Small Business and Supplier Diversity

Tracey Wiley - Agency Director, Virginia Department of Small Business and Supplier Diversity

Dive into the deep end and learn more about improving your SWaM expenditures! We will "SWaM" through information on the Expenditure Dashboard and changes that will impact you as a buyer! This will be a fun and interactive session where you can get answers to all your Expenditure Dashboard questions!

W15 - Procurement from a Supplier's Perspective

Cidna Unger, C.P.M., VCO, VCA - Supplier Relationship Manager, Department of General Services, Division of Purchases and Supply

Introducing your suppliers to the Vendors Manual – what both buyer and supplier absolutely need to know!

W16 - Construction Procurement Methods for Public Bodies

Joe Damico - Director, Department of General Services, Director of DGS

Mike Coppa, Director, Department of General Services, Division of Engineering and Buildings

This session is open to Contractors and external stakeholders. In 2017 significant changes were made to the Code of Virginia related to Construction Management and Design-Build procurement that also included reporting requirements for Local, State and Institutions of Higher Education. This session will discuss CM/DB procurement process and data that DGS has obtained since the 2017 Code changes and include Q&A. *Please note that individuals not attending the Forum may attend this class. Registration is required; please contact Jessica Hendrickson for additional information: Jessica.hendrickson@dgs.virginia.gov*

W17 - Knowing Your State Contracts

Angel Rodriguez, VCO, CEPP - Procurement Management Account Executive, Department of General Services, Division of Purchases and Supply

Lawrence Shaw, MPA, VCO - Statewide Sourcing & Contracting Officer, Department of General Services, Division of Purchases and Supply

Learn more about your State Contracts. This session will highlight underutilized contracts and address common contract usage errors on frequently used contracts. You'll learn about contract enhancements such as contract summaries and ordering instructions and have an opportunity to suggest ideas for new statewide contracts.

W18 - eVA Reports/Transparency

Hamilton Bryan, VCA - eVA Strategic Data Analyst, Department of General Services, Division of Purchases and Supply

Description: The course will include an overview of eVA's transparency reports, where to find them, and what information they provide to buyers and vendors. We will also have an open discussion of buyer and vendor reporting needs as well as some quiz questions for the audience to answer and earn some giveaways.